

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CIAE-00 COME-00 INR-07
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FM AMEMBASSY WARSAW
TO USINFO WASHDC IMMEDIATE
INFO SECSTATE WASHDC 8709
AMCONSUL POZNAN

UNCLAS WARSAW 4284

USIAC

USINFO FOR IBS-POLISH SERVICE

STATE PASS COMMERCE

EO 11652: NA
SUBJECT: POZNAN INTERNATIONAL TRADE FAIR

1. FOR THE 5TH YEAR, THE STATE OF PENNSYLVANIA IS REPRESENTED AT THE AMERICAN PAVILION AT THE POZNAN INTERNATIONAL TRADE FAIR. THE BOOTH PROVIDES PENNSYLVANIA COMPNAIES WITH ASSIS-TANCE IN PRESENTING THEIR PRODUCTS TO POTENTIAL EASTERN EUROPEAN MARKETS. AMONG THE MORE THAN ONE DOZEN PENNSYLVANIA FIRMS IN POZNAN THIS YEAR ARE REPEATERS WHO HAVE EXHIBITED HERE IN THE PAST, AS WELL AS FIRMS TRYING FOR THE FIRST TIME TO MARKET THEIR PRODUCTS IN THIS PART OF THE WORLD.

2. PHILADELPHIA RESINS, INC., IS IN THE FIRST CATEGORY. ACTIVE IN POLAND SINCE 1974, THE COMPANY MADE ITS FIRST SALE IN 1975, WHEN THE SZCZECIN AND GDANSK SHIPYARD BOUGHT "CHOCK-FAST," AN EPOXY-BASED, POURABLE COMPOUND DEVELOPED BY PHILA-DELPHIA RESINS FOR CHOCKING MARINE MAIN PROPULSION AND AUXILIARY MACHINERY. THE COMPANY SPECIALIZES IN EPOXY PRODUCTS
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FOR SHIPYARDS, MINES, AND CONTRUCTION. BELIEVING THEIR PRODUCTS ARE FOREMOST IN THE FIELD, THEY HOPE TO EXPAND COOPERATION WITH THEIR POLISH CYSTOMERS.

3. CSE MINE SERVICE IS IN POLAND FOR THE FIRST TIME, OFFERING A VARIETY OF GAS DETECTORS AND MONITORS. THE PRODUCT THEY ARE MOST ENTHUSIASTIC ABOUT IS THEIR PERMISSIBLE METHANE

DETECTOR. THE DETECTOR IS DESIGNED TO HELP MINERS DEAL WITH ONE OF THEIR MOST SEVERE SAFETY PROBLEMS, THE ACCUMULATION OF DANGEROUS METHANE GAS. THE CSE POCKET DIGITAL MODEL 102 IS QUICKER, MORE RUGGED AND VERSATILE THAN SIMILAR PRODUCTS IN THE FIELD. CSE HOPES TO ARRANGE A LICENSING OF THE PRODUCT WITH COPEX, POLAND'S MINING CONSTRUCTION FOREIGN TRADE ENTERPRISE, BASED ON AN EXCHANGE OF PRODUCTS. CSE WOULD SELL THEIR PRODUCTS TO POLAND IN EXCHANGE FOR POLISH MINING PRODUCTS WHICH THEY WOULD, IN TURN, MARKET IN THE UNITED STATES. NEGOTIATIONS ARE NOW IN PROGRESS.

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Message Attributes

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